



NASSCOM PARTNERS WITH PREFECTURAL GOVT OF HIROSHIMA TO DEVELOP IT CORRIDOR TO PROMOTE CO-CREATE CULTURE BETWEEN JAPAN AND INDIA

The Memorandum signed in Hiroshima

The partnership will facilitate business connection between Japanese companies and Indian tech companies to promote co-create theme with technological advancements for the global markets.

New Delhi, October 22, 2018: As part of its continuous efforts to enter new markets and extend the development of new geographies, the **National Association of Software and Services Companies (NASSCOM)** has signed a letter of intent with Prefecture Govt of Hiroshima. The Hiroshima government will co-invest with NASSCOM in creating Japan India IT Corridor that could be at the forefront of promoting B2B cooperation and talent transfer from India to Japan. This project will be formally initiated by early 2019 on mutual consent.

Both and NASSCOM and Hiroshima shall invite their respective companies with chosen capabilities to come forward and join this partnership platform to co-create for the global markets leveraging their respective strengths from hardware and software domains promoting Digital partnership between Japan and India. Both parties agreed to setup IT Corridor in Hiroshima with incentive package that could be extended to the Indian tech companies that come forward to adopt this platform while forming partnership with Japanese companies.

The primary objective of this IT corridor will be to facilitate partnerships between Indian and Japanese companies. Indian companies with their command on the software side can help Japanese manufacturing companies adopt digital transformation and helping them create innovative product & solutions lines. This partnership is further expected to create IT jobs in Hiroshima and India and facilitate talent transfer from India to Japan. Hiroshima is in the process of setting itself up as an IT hub after being host to large manufacturing industries that are facing stiff competition.

Mr. Atsuhito Uemaru, Chief of Innovation Promotion, Hiroshima Prefectural Government, said, "We have cutting edge manufacturing technology, the brand new School of Informatics and Data Science at Hiroshima University and other high-class institutions, and top-class incentive packages for companies setting up new offices in Hiroshima. For achieving sustainable growth in Hiroshima, what we lack is a cluster of IT and software industry. Through our collaboration with NASSCOM, we would like to serve as a gateway for Indian companies to enter the Japanese market and vice versa, to build an ecosystem beneficial for the growth of both Indian and Hiroshima companies. "

Commenting on the collaboration, **Mr. Gagan Sabharwal, Senior Director, Global Trade Development, NASSCOM,** said, *"We are really happy to pursue this cooperation with Hiroshima Govt and see this as a big step forward towards establishing Indo Japanese cooperation in the new Digital era. We are hoping to witness significant advancements in technology and innovation through the partnerships that emerge as a result of this association. This collaboration will act as a building block towards strengthening the Indo-Japan relationship and we are looking forward to work with Hiroshima in the months ahead."*

Ambassador H. E. Sujan R. Chinoy commenting on the new tie-up said *“Cooperation between India and Japan in the area of ICT has seen tremendous progress over the past year, particularly in 2018. We were able to establish the first Startup hub in Bengaluru in accordance with the agreement reached between the two Prime Ministers at the last Summit meeting. With the setting up of NASSCOM-Hiroshima IT Corridor we are creating a mechanism to enhance our corporate partnership in the area of digital technologies. This would also pave the way for larger and smoother movement of talent and Human Resources, which is so critical in high tech areas. This corridor would be an important strand of the emerging multi-dimensional India-Japan Digital Partnership.”*

Hiroshima has already established itself as a manufacturing hub with several companies setting up base in the city and now aims at digitally transforming the local industry. This will help the local companies to do their business in a more efficient manner. The inclusion of foreign talent is a welcome step in this direction.

Under the memorandum signed, both parties agree to undertake a process of thorough due diligence with assistance of relevant partners and local companies, focused on (a) Talent availability, (b) Local demand potential and (c) Policy benefits & funding support to determine the mutual viability and long term feasibility of setting up an IT Corridor in Hiroshima.

About NASSCOM

NASSCOM® is the premier trade body and the chamber of commerce of the IT-BPM industries in India. NASSCOM is a global trade body with more than 2100 members, which include both Indian and multinational companies that have a presence in India. NASSCOM's member and associate member companies are broadly in the business of software development, software services, software products, consulting services, BPO services, e-commerce & web services, engineering services and animation and gaming. NASSCOM's membership base constitutes over 95% of the industry revenues in India and employs over 3.5 million professionals.

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